



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, June 5, 2008 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	July 3, 2008

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Linda Brannock, Kent County, Professional Member
Dee Carroll, Kent County, Public Member
Geri Parisi, New Castle County, Professional Member
Tammy R. Hadder, Sussex County, Professional Member
Frani Melda, Kent County, Professional Member
Larry Tims, New Castle County, Professional Member
Susan Mills, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Edward T. Hammond, Jr., Kent County, Professional Member, Vice Chairperson
Karen Hamilton, Sussex County, Professional Member
Roger Truemper, Esquire, New Castle County, Public Member

DIVISION STAFF

Sauna Slaughter, Administrative Specialist II

ALSO PRESENT

Rick Allamong, Delaware Real Estate Commission

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:45 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Brannock, seconded by Ms. Hadder, to approve the May 1, 2008 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Annual Seminar Speakers

Ms. Slaughter advised the Committee that the Real Estate Commission has requested they contact the speakers that were recommended to speak at the Real Estate Commission's Annual Seminar on September 11, 2008, to confirm that they will be available on that date. The Real Estate Commission has also requested that the Committee create an agenda for Annual Seminar. Ms. Hadder will contact the speakers and have them submit an outline to Ms. Slaughter so an agenda can be created. The agenda will be submitted to the Real Estate Commission for review once complete.

Discussion Regarding Course Provider Requirements

A brief discussion took place regarding how the Education Committee would verify that course providers were fulfilling the requirements of the Education Guidelines. The Committee decided that a letter should be sent to all course providers to advise that per section 8.8 of the Education Guidelines, random monitoring will be done by Education Committee members, and that the Education Committee member doing the monitoring should be admitted to the training and be given credit for attendance.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

The Committee reviewed the Letters of Intent and Course Evaluations. A letter will be sent to the Coaching Institute to advise that their Letter of Intent for "Real Estate Investing – Maximize Property and Assist Motivated Sellers," held on May 28, 2008, was rejected due to the instructor's approval being expired. All other Letters of Intent and Course Evaluations were accepted as submitted.

Review of Course Provider Applications

A motion was made by Mr. Tims, seconded by Ms. Brannock, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Course Provider: Career Webschool, a d.b.a. of Cengage Learning

Course Title:	ADA/Fair Housing	Approved
Credit Hours:	3	
Course Title:	Real Estate Math	Approved
Credit Hours:	3	
Course Title:	Ethics in Real Estate	Approved
Credit Hours:	3	
Course Title:	Pricing Property to Sell	Approved
Credit Hours:	6	
Course Title:	Methods of Residential Finance	Approved
Credit Hours:	6	
Course Title:	Tax Advantages to Home Ownership	Approved as Professional Enhancement, not Legislative Update
Credit Hours:	6	
Course Title:	Basic Real Estate Finance	Approved
Credit Hours:	6	
Course Title:	Business Management in a Real Estate Office	Approved
Credit Hours:	6	
Course Title:	Consensual Dual Agency	Approved as Professional Enhancement, not Agency Relationships & Responsibilities
Credit Hours:	3	
Course Title:	Tax Free Exchanges	Approved as Professional Enhancement, not Legislative Update
Credit Hours:	3	

Course Provider: Dearborn Financial Publishing, Inc. d.b.a. REcampus

Course Title: Understanding Credit and Improving Credit Scores: **Approved**
What You Need to Know

Credit Hours: 3

Course Provider: Association of Realtors School

Course Title: CRB – Risk Management **Approved**

Credit Hours: 15

Course Title: CSP – Certified New Home Sales **Approved**

Credit Hours: 15

Course Provider: Council of Residential Specialists an affiliate of NAR

Course Title: CRS 201 “Listing Strategies for the Residential **Approved**
Specialist”

Credit Hours: 16

Course Title: CRS 204 “Creating Wealth through Residential Real **Approved**
Estate Investments”

Credit Hours: 16

Course Title: CRS 206 “Technologies to Advance Your Business” **Approved**

Credit Hours: 16

Course Title: CRS 202 “Effective Buyer Sales Strategies” **Approved**

Credit Hours: 16

Course Title: CRS 200 “Business Planning & Marketing for the **Approved**
Residential Specialist”

Credit Hours: 16

Course Title: CRS 205 “Financing and Tax Advantages for Agents **Approved**
and Their Clients”

Credit Hours: 16

Course Provider: Delaware Association of Realtors

Course Title: GRI 601 Everything Legal: What you Should Know **Approved**

Credit Hours: 14

Course Provider: Jack Lingo, Inc., Realtor

Course Title: Broker’s Core Course **Approved**

Credit Hours: 6

Course Title: Legislative Update **Approved**

Credit Hours: 3

Course Title: Sales Licensees Core Course **Approved**

Credit Hours: 3

Course Provider: Delaware Technical & Community College

Course Title: Real Estate Broker’s Course **Approved**

Credit Hours: 99

Course Title: Real Estate Pre-Licensing Course **Approved**

Credit Hours: 99

Course Provider: Keller Williams

Course Title: New Agency/Statutory Agency **Approved**

Credit Hours: 3

Course Title: Salesperson’s Core Course **Approved**

Credit Hours: 3

Review of Instructor Applications

A motion was made by Ms. Parisi, seconded by Ms. Mitchell, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Jeanne LaMere **Approved for Fair Housing and Professional Enhancement Only**

Continuing Education: ~~Federal, State or Local Legislative Issues/Fair Housing Law/ Real Estate Ethics or Professional Standards/Agency Relationships and Responsibilities/~~Professional Enhancement: Basic Real Estate Finance/ Business Management in a Real Estate Office/ Methods of Residential Finance/Pricing Property to Sell/ ADA and Fair Housing/Tax Free Exchanges/Tax Advantage of Home Ownership/Ethics in Real Estate/Consensual Dual Agency/Real Estate Math

Thomas Croke IV **Approved for Professional Enhancement Only**

Continuing Education: ~~Salesperson Core Course/~~Professional Enhancement: Title Insurance

Roger Truemper **Approved**

Continuing Education: Professional Enhancement: Real Estate Closing/ Real Estate Contracts/Curing Title Defects/Real Estate Law/Landlord-Tenant Law/Leases

Pre-Licensing: Real Estate Law

Dana Roos **Approved**

Continuing Education: Professional Enhancement: CSP (Certified New Home Sales)

Drexanne Evers **Approved**

Continuing Education: Professional Enhancement: Risk Management

Shirley Kalvinsky **Approved**

Continuing Education: Federal, State or Local Legislative Issues/Fair Housing Law/ Real Estate Ethics or Professional Standards/Agency Relationships and Responsibilities/Professional Enhancement: Writing Contracts/Business Planning/FHA/VA Class/Word/Power Point Class/Procuring Cause/The Road to Success-Part I & II/Core Concepts Course/New Agency Course/New Member Orientation/Ethics/ Salesperson Core Course/ Broker Core Course
Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics
Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Financing/Legal and Governmental Aspects of Real Estate/Ethics/Mathematics

Bruce Plummer **Approved**

Continuing Education: Federal, State or Local Legislative Issues/Fair Housing Law/ Real Estate Ethics or Professional Standards/Agency Relationships and Responsibilities/Professional Enhancement: Landlord Tenant Code/Commercial Real Estate/Procuring Cause/Disclosure Duties in the Sale of DE Real Estate/GRI/ Salesperson Core Course/ Broker Core Course

Pre-Licensing: Orientation/Real Estate Sales

Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Financing/Legal and Governmental Aspects of Real Estate/Ethics

Virgil Bullis Sr. **Approved Contingent upon Receipt of Resume**

Continuing Education: Real Estate Ethics or Professional Standards/Agency Relationships and Responsibilities/ Salesperson Core Course/ Broker Core Course

Pre-Licensing: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage (Sales Management)/Real Estate Documents/Valuing Real Property//Financing/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Ethics/Mathematics

Education Requirements for Out of State Resident Salesperson Applicants

The Committee reviewed an email from Joan Lobby regarding education requirements for out of state resident salesperson applicants. Her questions is, if a resident salesperson applicant is licensed in another state and does not have enough pre-licensing course hours to meet Delaware's requirement of 99 hours, do they just need to make up the number of hours they are deficient, or do they have to take the full 39 hour law portion of pre-licensing. Mr. Allamong advised the Committee of a proposed change to the Real Estate Commission's Statute which would only require 60 hours of pre-licensing coursework as long as the applicant has a certain amount of experience. The amount of experience that will be necessary is still being determined. Mr. Tims made a motion, seconded by Ms. Mitchell, that applicants actively licensed in another state as a resident salesperson, would just need to make up the deficiency by taking enough hours of the pre-licensing law course to make up 99 hours total when combined with the pre-licensing hours they have from the other state. Motion unanimously carried.

Development of Broker of Record Course

Ms. Slaughter advised the Committee that the Real Estate Commission has requested that they develop a Broker of Record course. This course would cover the duties and responsibilities of a broker of record, and would be a required course for anyone who wants to become a broker of record. The Committee members will email suggested topics for this course to Ms. Slaughter. Ms. Slaughter will forward this information to Mr. McGavisk for him to develop a course outline to be presented to the Commission.

Other Business Before the Committee (for discussion only)

There was no other business before the Committee.

Public Comment

Mr. Allamong suggested that the Education Committee consider making a video explaining the purpose of the CIS statement. Mr. Allamong would like for this video to be put on the Real Estate Commission's website so the public would be able to access it to get clarification of the purpose of the CIS. The Committee will discuss this further at the July 3, 2008 meeting.

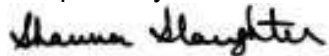
Next Scheduled Meeting

The next meeting will be held on Thursday, June 5, 2008 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Tims made a motion, seconded by Mr. Melda, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:02 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II



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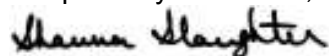
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Shauna Slaughter
Administrative Specialist II